



C o u n t y o f S a n L u i s O b i s p o

GENERAL SERVICES AGENCY

Janette D. Pell, Director

Cody Van Dorn, Department Administrator

INVITATION TO BID #3594-13 IBM SERVER EQUIPMENT

January 4, 2013

The County of San Luis Obispo is currently soliciting bids for a reseller of Server Equipment.

There is no intention to purchase any of the equipment listed in this ITB at this time. The ITB is intended to provide a sampling of product/pricing that the County may need to purchase in the future. The ITB is intended to help us establish a VAR relationship that will provide the highest value at the lowest cost for the County's future IBM purchasing needs.

Each bid shall specify each item as set forth in the attached specifications. Any and all exceptions must be clearly stated in the bid. The County of San Luis Obispo reserves the right to reject all bids and to waive any informalities.

Please submit your bids on the attached form. They must be received at the office of the General Services Agency no later than 3:00 p.m., January 31, 2013.

Any and all comments and suggestions are sincerely encouraged prior to the bid opening.

All questions pertaining to the content of this Invitation to Bid must be made in writing via e-mail to Phill Haley at: phaley@co.slo.ca.us. All questions will receive a response within five (5) business days. The question and its response will be posted (anonymously) on the County's Purchasing web site located at: http://www.slocounty.ca.gov/GSA/Purchasing/Current_Formal_Bids_and_Proposals.htm. The County reserves the right to determine the appropriateness of comments / questions that will be posted on the website.

PHILL HALEY
Buyer II – GSA Purchasing
phaley@co.slo.ca.us

IBM SERVER EQUIPMENT**TO: ALL PROSPECTIVE BIDDERS****SUBJECT: LOCAL BIDDERS PREFERENCE**

The County of San Luis Obispo has established a local vendor preference. All informal and formal bids for contracts will be evaluated with a 5% preference for local vendors. Note the following exceptions:

1. Those contracts which State Law requires be awarded to the lowest responsible bidder.
2. Public works construction projects.

A "local" vendor will be approved as such when, 1) It conducts business in an office with a physical location within the County of San Luis Obispo; 2) It holds a valid business license issued by the County or a city within the County; and 3) Business has been conducted in such a manner for not less than six (6) months prior to being able to receive the preference.

As of March 3, 1994 individual County Buyers evaluate bids considering the local vendor preference described above. The burden of proof will lie with bidders relative to verification of "local" vendor preference. Should any questions arise, please contact a buyer at (805) 781-5200. All prospective bidders are encouraged to quote the lowest prices at which you can furnish the items or services listed in County bids.

	YES	NO
Do you claim local vendor preference?		
Do you conduct business in an office with a physical location within the County of San Luis Obispo?		
Business Address: _____ _____		
Years at this Address: _____		
Does your business hold a valid business license issued by the County or a City within the County?		
Name of Local Agency which issued license: _____		

Business Name: _____

Authorized Individual: _____ Title: _____

Signature: _____ Dated: _____

IBM SERVER EQUIPMENT**TO: ALL PROSPECTIVE BIDDERS****SUBJECT: POLICY ON PURCHASING PRODUCTS MADE WITH OR CONTAINING
CHLOROFLUOROCARBONS (CFC's)**Summary

Many products contain chlorofluorocarbons (CFC's), a known depleter of ozone in the atmosphere. Under the U.S. Clean Air Act and the Montreal Protocol on Substances that Deplete the Ozone Layer, CFC production for use in industrialized nations is to be totally phased out by January 1, 1996. There are still many products on the market that contain CFC's or are made with CFC's. The Department of General Services, purchasing staff must identify products made with or containing CFC's and purchase alternative products whenever practical and possible.

Policy

To this end, it shall be the policy of the County of San Luis Obispo that all bidders, who wish to do business with the County are required to identify all products that contain CFC's or use CFC's in the manufacturing or shipping processes. Bidders are required to identify alternative products that do not use CFC's, for possible purchase by the County.

Bidder Response

	YES	NO
Do any products offered herein contain CFC's or use CFC's in the manufacturing or shipping process?		
If yes, please offer an alternative product by copying bid forms and submitting an alternate bid. Will you offer an alternate?		
Please provide any other information that may be helpful to the County. Attachments are acceptable.		

Bidder: _____

IBM SERVER EQUIPMENT**GENERAL CONDITIONS AND INSTRUCTIONS**

1. All bids submitted by Seller to Purchaser should be submitted upon the attached bidder's form, completed and signed, (only typewritten or ink shall be accepted with no erasures or corrections unless properly authenticated by signature) in accordance with the instructions contained herein.
2. The issuance of this bid request creates no obligation on the part of the County and the County reserves the unconditional right at its option to either reject all bids or waive any irregularities or informalities therein. Each bid shall be in a separate sealed envelope with the bid number, name of bidder, title of the bid, date and time due showing on the outside of the envelope.
3. All discounts must be firm for one year from the date of the bid opening and be inclusive. Upon award, prices will be in effect for the term of the contract.
4. If you offer any prompt payment discounts, please indicate this on your bid.
5. Awards will be made to realize the greatest value to the County.
6. Submission of a signed bid will be interpreted to mean that the bidder has thereby agreed to all conditions, instructions, descriptions and specifications contained herein.
7. All materials included in the contract shall be in compliance with all Federal and State OSHA laws.
8. All applicable City, State, and Federal taxes and fees are to be included in the proposal.
9. The only terms that will be honored are those terms included in general and special conditions and instructions, purchase order or other documents issued by the County.
10. In the event of any conflicts or ambiguities between these instructions and State or Federal laws, regulations or rules, then the latter shall prevail.
11. Only one bid will be accepted per vendor.
12. Bidders may withdraw their bid either personally, by written request, or by telegraphic request confirmed in the manner specified above at any time prior to the scheduled closing time for receipt of bids. No bidder may withdraw their bid after the time set for the opening.
13. All time limits stated are of the essence. Any bids received after closing time stipulated will be returned unopened.
14. All bids must be submitted in a manner so they can be readily hole punched and placed in a standard legal size file folder.

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15. The County may make partial payments after a substantial portion of the merchandise has been delivered. On all items, a 10% retention will be withheld until all merchandise has been accepted.
16. Brand names are used to establish a level of quality only. Any alternates must be approved five (5) days prior to the bid opening date, by the Buyer, who will have the sole right to make the determination. If an alternate is submitted without going through the above- described process, the County will have the sole right to decide whether or not an alternate is acceptable.
17. Vendor agrees that it will not discriminate against any employee or applicant for employment because of race, color, religion, sex or national origin and that it will comply with the "Contractor's Agreements" provisions of Presidential Executive Order No. 11246.
18. **NO FAXED** Bids will be accepted.
19. Return bid by January 31, 2013 at 3:00 p.m. to:

COUNTY OF SAN LUIS OBISPO
GENERAL SERVICES AGENCY
PHILL HALEY, BUYER
1087 SANTA ROSA STREET
SAN LUIS OBISPO, CALIFORNIA 93408

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The undersigned agrees to:

For the term of the contract to deliver F.O.B. itemized equipment per the terms and conditions of this bid. All equipment to be new and unused of the latest model year and all attachments shall be designated to be compatible with equipment proposed.

All equipment and accessories shall comply with the applicable State and Federal Codes, Regulations and Requirements.

Equipment shall be delivered serviced and ready to operate.

TERMS OF SALE _____

Authorized Official Name (Print) _____

Authorized Official Title (Print) _____

Signature _____

Firm Name _____

Address _____

City _____ State _____ Zip Code _____

Telephone _____ FAX _____

Federal Taxpayer ID# _____

☐ Individual/Sole Proprietor

☐ Corporation

☐ Partnership

☐ Other

BIDS MUST BE RECEIVED BY 3:00 P.M., JANUARY 31, 2013 AND
WILL BE OPENED IN THE OFFICE OF THE GENERAL SERVICES AGENCY

Bid #3594-13

IBM SERVER EQUIPMENT**SPECIAL TERMS AND CONDITIONS****PRODUCT BASE**

The County of San Luis Obispo is seeking a purchase contract from a vendor to supply enterprise processing and storage hardware, software, and value added services. The County General Services Information Technology Department (GSA-IT) has standardized on IBM product lines, where appropriate.

The product base currently in use and considered for this bid are:

Processing

System X: 3550, 3650,
pSeries & Power7
Blade Center: H Chassis, HS21 & HS22 Blades
Mainframe: z890

Software

Tivoli Storage Mgr
Lotus Domino
Lotus Notes

Storage

DS5100
V7000
XIV
DS6800
3584 Tape Library
LTO 4 Tape Drives
Brocade SAN, Silkworm 4020

TERM OF CONTRACT

The term of this contract is up to five (5) consecutive years. After the initial year, the County reserves the right to renew this contract for four (4) additional, one year periods. Annual renewal of the purchase contract will be automatic, dependent upon continued price discounts and quality of service.

Should price changes occur in the marketplace resulting in decreased cost to the vendor, that decrease shall be passed on to the County. Prices charged shall be those in effect at the time of shipment of products.

AWARD OF CONTRACT

Award of this purchasing contract will not be based solely on the lowest overall bid. The award decision will be based upon:

- Completeness Of Bid Proposal
- Standard Discount
- Responses To Bid Considerations
- Value-Added Services
- Detailed Bid Matrix
- Vendor References

PURCHASING ESTIMATE

It is impossible for the County to provide a volume estimate as purchases can be initiated by any one of 40 County departments. However, GSA-IT expects to place orders comprising many of the items identified in the bid matrix within the contract term. It is estimated that purchases for the County's fiscal year 13/14 (July 1, 2013 through June 30, 2014), would total approximately \$250,000

IBM SERVER EQUIPMENT**VENDOR QUALIFICATIONS**

In order to fulfill the requirements of this contract, vendor must be an authorized IBM reseller to local governments.

STANDARD DISCOUNT

The standard discounts offered by the vendor shall remain in effect for the term of the contract.

List the standard percentage discount and source of the base pricing that will be applied to other equipment **NOT** included in the Detailed Bid Matrix.

<u>Components</u>	<u>Source/Comments</u>	<u>Std. Discount below Source</u>
Series X	_____	_____ %
pSeries	_____	_____ %
Blade Center	_____	_____ %
IBM Total Storage	_____	_____ %
Tape Storage	_____	_____ %
Fiber Channel	_____	_____ %
IBM Software	_____	_____ %
Mainframe	_____	_____ %

BID CONSIDERATIONS

The following considerations must be addressed in the bid response:

1. Detailed Bid Matrix

Provide the following according to the products identified in the Detailed Bid Matrix.

- Current List
- % Discount
- Bid Price

Prices quoted must include shipping charges, F.O.B. destination, for inside 4th floor delivery to:

County Government Center
976 Osos Street, Room 400
San Luis Obispo, CA 93401.

2. Quotes requested and provided during the term of this contract must show a column for: item number, quantity, item description, IBM list price, County discount price and discount percentage represented.

Item Number	Quantity	Item Description	IBM List price	County Discount Price	Discount Percentage

3. Contract Extension

Prices, terms and conditions of the contract may be extended to other local government or public agencies within the County. These agencies may issue their own purchase order(s) and thus will be billed directly by the vendor.

4. Additions or Changes

Any items added to or changed in the component product line shall be priced at or below the appropriate STANDARD DISCOUNT above.

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5. Shipping

Estimate the average time from order to receipt by the County and explain how the order will be processed.

The vendor agrees that all products sold to the County shall be in sealed, secure, and appropriately packaged. Vendor understands that the County expects complete shipment of all orders, no partial shipments.

6. Maintenance

Equipment maintenance contracts must provide direct manufacturer support to the County. Third party 'Service Provider' support is not allowed. Please bid IBM support and maintenance contract discounts below.

IBM	Five Year Onsite 24x7x4 Hr. Response	Discount _____ %
IBM	Five Year Onsite 9x5xNBD Response	Discount _____ %
IBM	Three Year Onsite 24x7x4 Hr. Response	Discount _____ %
IBM	Three Year Onsite 9x5xNBD Response	Discount _____ %

7. Company Background and References

Provide relevant company background, reseller status and a short list of your current customers with a relatively similar product base as the County. Include the customer's contact information.

8. Product Skills and Specializations

Provide a list of people employed by your organization with product specific skills and specializations that relate to the County's installed product base.

9. Pre-owned Equipment

The County leverages used equipment in some situations. Describe your company's ability to sell used equipment relative to the county's installed product base.

VALUE ADDED SERVICES

The County is expecting the following value-added services as part of this bid.

Please narrate how your company will be able to meet these expectations.

AT NO COST TO THE COUNTY

- Provide (at least) semi-annual vendor meetings held on County premises to address
 - IBM product announcements and updated pricing relevant to this contract
 - Order and delivery status review
 - Other issues as identified by the County
- Assistance with high level design and implementation strategies
- Provide product trials of interest to the County (no more than two per year)
- Product inventory and warranty tracking assistance
- Other services offered by bidder that are not included above

CHARGEABLE TO THE COUNTY

The County expects to use a minimum of professional services but may have occasion for such services. Please provide vendor and/or IBM staff when contract technical expertise is required. Bid one rate not a range of rates. Bid as

Rate for technical professional services \$ _____ per _____ .

Rate for other professional services \$ _____ per _____ .

Estimated travel and expenses if not built into the above rate \$ _____ .

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Item	Part #	Description	List Price	Discount	Discount %
1	2583AC1	System x3250 M4 Corei3-2120			
2	7914AC1	System x3550 M4 E5-2603			
3	7915AC1	System x3650 M4 E5-2609			
4	A1KX	Intel E5-2609 4C 2.4GHz 10MB 80W W/Fan			
5	8941	4GB (1x4GB, 1Rx4, 1.35V) PC3L-10600 CL9 ECC DDR3 LP RDIMM			
6	A292	8GB (1x8GB, 2Rx4, 1.5V) PC3-12800 CL11 ECC DDR3 1600MHz LP RDIMM			
7	A2XC	IBM 300GB 10K 6Gbps SAS 2.5" SFF G2HS HDD			
8	A2XD	IBM 600GB 10K 6Gbps SAS 2.5" SFF G2HS HDD			
9	5767	Intel Ethernet Dual Port Server Adapter I340-T2 for IBM System x			
10	A1H6	IBM System x 550W High Efficiency Platinum AC Power Supply			
11	88524XU	IBM eServer BladeCenter H Chassis 2x2900W PSU			
12	41Y8523	Cisco Catalyst Switch 3110G for IBM BladeCenter			
13	44X1926	Brocade 24-port 8Gb SAN Switch for IBM BladeCenter			
14	31R3335	IBM BladeCenter T 2900W AC Power Supply			
15	26K5607	Brocade ISL Trunking for IBM eServer BladeCenter			
16	22R4897	4 Gbps SW SFP Transceiver 4 Pack			
17	26K4256	IBM DPI 60amp/208V 1-phase C19 Enterprise PDU w/ IEC309 2P+Gnd			
18	8406-70YA	IBM BladeCenter PS700 Express Blade			
19	7971H2U	IBM BladeCenter HS22V 2.66G			
20	69Y0924	Intel Xeon X5650 6C 2.66GHz 12MB Cache 1333MHz 95W			
21	46M6065	QLogic 4GB FC CH EXP Card			
22	41Y8287	IBM USB Memory Key for VMware ESXI 4.1			
23	8202-E4C	IBM Power 720 Server, 1x4core 3.0GHz, 8GB RAM, 6x146GB SFF SAS			
24	8406-70YA	IBM BladeCenter PS700, PS701 and PS702 Express			
25	2498-B24	IBM TotalStorage SAN24B-8 fabric switch			
26	95P4436	20 Pack LTO-4 Tape Cartridges			
27	17231UX	1U 17" Monitor (With PS/2 Based U.S. Travel Keyboard)			
28	1754A2X	IBM 2 x 16 Console Switch			
29	1818-5532	EXP5000 model D1A 16-Pak 450 GB/15K DDM			